

# Up One Level Report 1st and 2nd Quarters 2013

## Indiana Economic Growth Region 3



### ***Frequent Job Openings for the following counties:***

***Adams, Allen, DeKalb, Grant, Huntington, LaGrange, Noble, Steuben, Wabash, Wells, and Whitley Counties***

| 2012 OES<br>Regional<br>Median<br>Wage | Frequently Listed Jobs <sup>1</sup>                           | Skill Pathway      | Up 1 Level <sup>2</sup>  | 2012 OES<br>Regional<br>Median<br>Wage | Education/ Training                               |
|--|---|--------------------|--|--|---|
| \$30,480                               | Customer Service Representatives                              | People             | Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products | \$51,427                               | Moderate-term on-the-job training                 |
| \$63,180                               | Insurance Sales Agents  | People             | Sales Managers   | \$86,286                               | Bachelor's or higher degree, plus work experience |
| \$32,253                               | Industrial Truck and Tractor Operators                        | Things             | Maintenance Workers, Machinery   | \$41,795                               | Long-term on-the-job training                     |
| \$22,849                               | Helpers--Production Workers                                   | Things             | Welders, Cutters, Solderers, and Brazers   | \$32,935                               | Postsecondary vocational training                 |
| \$42,242                               | Sales Representatives, Services, All Other                    | People             | Sales Representatives, Wholesale and Manufacturing   | \$53,313                               | Moderate-term on-the-job training                 |
| \$32,253                               | Industrial Truck and Tractor Operators                        | Things             | Maintenance Workers, Machinery   | \$41,795                               | Long-term on-the-job training                     |
| \$27,227                               | Truck Drivers, Light or Delivery Services                     | Things             | <b>Truck Drivers, Heavy and Tractor-Trailer<sup>6</sup></b>                                  | \$39,221                               | Moderate-term on-the-job training                 |
| \$24,146                               | Laborers and Freight, Stock, and Material Movers, Hand        | People             | First-Line Supervisors/Managers of Helpers, Laborers, and Material Movers, Hand              | \$44,378                               | Work experience in a related occupation           |
| \$22,130                               | Nursing Assistants  | People/Information | Occupational and Physical Therapist Assistants and Aides                                     | \$49,439                               | Postsecondary vocational training                 |
| \$26,348                               | Team Assemblers   | Things             | <b>First-Line Supervisors/Managers of Production and Operating Workers<sup>6</sup></b>       | \$48,926                               | Work experience in a related occupation           |
| \$20,453                               | Retail Salespersons   | People             | <b>Customer Service Representatives<sup>6</sup></b>  | \$30,480                               | Moderate-term on-the-job training                 |
| \$21,285                               | Stock Clerks and Order Fillers                                | People             | Security Guards  | \$26,214                               | Short-term on-the-job training                    |
| \$20,556                               | Home Health Aides   | People/Things      | Healthcare Support Workers, All Other  | \$28,353                               | Short-term on-the-job training                    |
| \$26,214                               | Security Guards   | People             | Correctional Officers and Jailers  | \$33,397                               | Moderate-term on-the-job training                 |
| \$35,759                               | Maintenance and Repair Workers, General                       | Things             | Automotive Body and Related Repairers  | \$44,568                               | Long-term on-the-job training                     |
| \$24,059                               | Telemarketers   | People             | Advertising Sales Agents   | \$37,669                               | Moderate-term on-the-job training                 |
| \$22,102                               | Janitors and Cleaners, Except Maids and Housekeeping Cleaners | Things             | Painters, Construction and Maintenance   | \$28,982                               | Moderate-term on-the-job training                 |
| \$40,848                               | Education, Training, and Library Workers, All Other           | People             | Radiologic Technologists and Technicians   | \$48,022                               | Associate degree                                  |
| \$22,130                               | Nursing Assistants  | Information        | Surgical Technologists   | \$37,531                               | Postsecondary vocational training                 |
| \$32,935                               | Welders, Cutters, Solderers, and Brazers                      | Things             | Maintenance Workers, Machinery   | \$41,795                               | Long-term on-the-job training                     |
| \$23,276                               | Packers and Packagers, Hand                                   | People             | <b>Refuse and Recyclable Material Collectors<sup>6</sup></b>                                 | \$26,959                               | Short-term on-the-job training                    |
| \$22,961                               | Packaging and Filling Machine Operators and Tenders           | Things             | Machine Feeders and Offbearers   | \$31,115                               | Short-term on-the-job training                    |
| \$23,817                               | Office Clerks, General  | People             | Legal Secretaries  | \$34,276                               | Postsecondary vocational training                 |
| \$18,837                               | Food Servers, Nonrestaurant                                   | People             | Cooks, Institution and Cafeteria   | \$22,017                               | Long-term on-the-job training                     |
| \$39,659                               | Construction Laborers   | Systems            | Brickmasons and Blockmasons  | \$53,773                               | Long-term on-the-job training                     |

<sup>1</sup> Occupations are from 1st and 2nd Quarters 2013 Indiana Career Connect job listings.

<sup>2</sup> One-level (step) up occupations are only intended as examples, based on overlapping skill sets. Resource: Economic Modeling Specialists Inc (EMSI)

<sup>6</sup> The 'Up 1 Level' jobs printed in green have been designated 'Green Jobs' by O\*Net OnLine, created for the U.S. Dept. of Labor, ETA, by the National Center for O\*NET Development.

Research has highlighted the increasing importance of skills, basic and otherwise. Employees develop skills through a variety of ways including past work experiences, job training, and higher education. Learning new skills will help you to further your career or find a new job in a different field. The information presented here will assist individuals investing career preparation, planning for a career change, or offering guidance in career development.

Please see your WorkOne or the Hoosiers by the Numbers website for additional information on skills-based career pathways in the Indiana Career Guide.

#### **Other LMI Publications on our Web Site**

Career Guides  
High Wage/High Demand Occupations  
Hoosier Hot Jobs  
Job Postings and Starting Wages Report  
Career Path Discovery



#### **Skill Pathways - with associated skills**

##### **PEOPLE Skills:**

Coordination, Instructing, Negotiation, Persuasion, Service Orientation, Social Perceptiveness, and Time Management

##### **THINGS Skills:**

Equipment Maintenance, Equipment Selection, Installation, Operation and Control, Operation Monitoring, Repairing and Troubleshooting

##### **SYSTEMS Skills:**

Judgment and Decision Making, Mgmt. of Financial Resources, Mgmt. of Material Resources, Mgmt. of Personnel Resources, Systems Analysis, and Systems Evaluation

##### **INFORMATION Skills:**

Complex Problem Solving, Operations Analysis, Programming, and Technology Design

**Source: Indiana Workforce Development**

If you have questions or would like additional information, please contact Regional Analyst Kent Sellers at (260) 446-3965.